



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Board of Directors

To Be Held

Wednesday, September 20, 2017 at 5:15 p.m.

In the

Solano Race Place (Gibson Hall)

Solano County Fairgrounds

Vallejo, California

Directors

Mike Coakley, President & Chair

Dennis Yen, Vice President

Carole Paterson, Treasurer

Ray Bell, Director

Rosie Enriquez, Director

Gary Falati, Director

Norma Lisenko, Director

Joe Lopez, Director

Kathy Marianno, Director

Norma Placido, Director

Raymond Simonds, Director

Lee Williams, Director

Matters of Information

The Solano County Fair Association does not discriminate against persons with disabilities. If you wish to attend this meeting and you will require assistance to participate, please call the Fair Association's Administration Office at (707) 551-2000 at least 24 hours in advance of the meeting to make reasonable arrangements to ensure accessibility to this meeting.

Non-confidential materials related to an item on this Agenda submitted to the Board after distribution of the agenda packet are available for public inspection at the Solano County Fair Association's Administration Office, 900 Fairgrounds Drive, Vallejo, California or at the Solano County Government Center, 675 Texas Street, Fairfield, California. These materials may also be viewed on the Solano County Fair Association's website at www.scfair.org.

Our Mission

To ensure a positive experience for the public by providing a year-round multi-purpose venue that showcases and celebrates the wide variety of resources and activities to our diverse communities.



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AGENDA

1. CALL TO ORDER

All matters noticed on this agenda, in any category, may be considered for action as listed. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Chair.

2. ROLL CALL

3. PLEDGE OF ALLEGIANCE

4. APPROVAL OF MINUTES OF BOARD MEETING

- a. Regular Meeting of August 23, 2017.

5. CHANGES TO OR DELETIONS FROM THE AGENDA

6. APPROVAL OF THE AGENDA

7. PUBLIC COMMENT

(This is your opportunity to address the Board on a matter not listed on the Agenda, but it must be within the subject matter jurisdiction of the Board. Comments are limited to 3 minutes per speaker.)

8. COMMITTEE REPORTS

- a. **Finance Committee** (*Carole Paterson Treasurer & Committee Chair*) – Report on Committee meeting of Wednesday, September 20, 2017.

ACTION: Discussion and action regarding the Committee's recommendation on the August 31, 2017 Financial Statements.

- b. **Combined Executive/Facilities/360 Committee** (*Mike Coakley, President & Committee Chair*) – Report on Committee meeting of Wednesday, September 13, 2017.

ACTION: Information only, no action required.



9. GENERAL MANAGER'S REPORT

- a. Update on Division of Fairs & Expositions / California Fair Alliance / Legislative Issues (*Mike Ioakimedes, Business Development Manager*).
- b. Other Matters (*Stephen Hales, GM/CEO*).

10. PRESIDENT'S REPORT (*Mike Coakley, President*).

11. GENERAL CALENDAR

- a. Schedule next meeting of the **Combined Executive, Facilities & 360 Committee** (*Mike Coakley, President & Committee Chair*)
- b. Schedule next meeting of the **Combined Hospitality & Silent Auction Committee** (*Norma Lisenko, Committee Chair*)
- c. Schedule next meeting of the **Livestock & Competitive Exhibits Committee** (*Carole Paterson, Treasurer & Committee Chair*)
- d. Schedule next meeting of the **Entertainment Committee** (*Norma Lisenko, Committee Chair*)
- e. Schedule next meeting of the **Ad Hoc Personnel Policies Committee** (*Kathy Marianno, Committee Chair*)
- f. Schedule next meeting of the **Ad Hoc Race Place Future Committee** (*Dennis Yen, Vice President & Committee Chair*)

12. RECESS

- a. Recess until 6 PM for comfort of Board members and to allow key fair staff/stakeholders to be seated for 2017 Fair Review

13. RECONVENE AT 6 PM

14. 2017 FAIR REVIEW (*Facilitated by Rebecca Desmond, Deputy Executive Director, California Fair Services Authority; Aiming for 2+- hours, ending at approximately 8 pm*)

15. DIRECTORS' COMMENTS

16. ADJOURN

Adjourn the meeting until the next regularly scheduled meeting of the Solano County Fair Association Board of Directors on September 20, 2017 at 6 p.m.

Date of Notice: Friday, September 15, 2017



**SOLANO COUNTY FAIR ASSOCIATION
MINUTES FOR MEETING OF BOARD OF DIRECTORS
Wednesday, August 23, 2017**

1. Minutes of the monthly meeting of the Solano County Fair Association's Board of Directors held on August 23, 2017 at 6:00 pm in the Directors' Room with Vice-President Mike Coakley initially presiding. President Lee Williams arrived at 6:08 pm and presided over the remainder of the meeting.

2. **DIRECTORS PRESENT:**

Lee Williams, President & Chair; Mike Coakley, Vice President; Dennis Yen, Treasurer; Ray Bell; Rosie Enriquez; Gary Falati; Norma Lisenko; Joe Lopez; William Luiz; Kathy Marianno; Carole Paterson; Norma Placido; Ray Simonds

DIRECTORS ABSENT: None

OTHERS PRESENT: Stephen Hales, CEO/General Manager; Michael Passey, CFO/Deputy General Manager; Mike Ioakimedes, Business Development Manager; Kim Alexander Yarbor, Deputy County Counsel; Rene Edens, Race Place Manager, Kelly Fletcher, Livestock Superintendent

3. **PLEDGE OF ALLEGIANCE:** The Pledge of Allegiance was led by Director Yen

4. **APPROVAL OF MINUTES OF THE BOARD MEETING OF July 19, 2017:** It was moved by Director Luiz and seconded by Director Placido to approve the minutes of the July 19, 2017 Board meeting

a. The motion to approve the minutes was carried unanimously.

5. **CHANGES OR DELETIONS FROM THE AGENDA:** There were no changes to the agenda.

6. **APPROVAL OF THE AGENDA:** It was moved by Director Luiz and seconded by Director Placido to approve the agenda as amended. The motion carried unanimously.

7. **PUBLIC COMMENTS / PRESENTATIONS:** None.

8. **COMMITTEE REPORTS:**

a. **Finance Committee – Report on Committee Meeting of August 23, 2017**

- i. Chair Yen reported that the Finance Committee met earlier in the day and recommended approval of the July 31, 2017 financial statements as presented.
- ii. **Action:** It was moved by Director Luiz and seconded by Director Placido to approve the July 31, 2017 financials as presented. The motion carried unanimously.

b. Hospitality Committee – Report on committee meeting of August 23, 2017

- i. **Opening Day BBQ** – Chair Placido reported that for a first-time event things went very well. Many thanks to President Williams for his hard work.
- ii. There was some concern that the BBQ start time may have been too early as it corresponded with work hours. This issue will be reviewed, but it is anticipated that the 2018 Fair might have a formal opening ceremony and if that occurs it will impact the start time of the BBQ.
- iii. **Celebrate Solano BBQ** - Chair Placido reported that the Celebrate Solano BBQ was a great success. Many thanks to all the Directors and staff for their contributions and hard work. There were many positive comments received from the BBQ's guests.
- iv. Changes made to the BBQ sign-in process worked well as the bottleneck experienced at last year's event was eliminated. The new table configuration worked well.
- v. Suggested changes for next year's event:
 1. The registration table was too far away from the event area. Move that table closer to the event and alongside the livestock auction registration table.
 2. Having two entrances to the event proved problematic. Have only one entrance.
 3. The catering staff needs to be more consistent in collecting the buffet tickets. There were times when the buffet was open that tickets were not collected.
 4. Staffing the buffet line worked well-continue that practice

c. Silent Auction – Report on committee meeting of August 23, 2017

- i. Chair Paterson reported that the committee had met earlier in the day. Chair Paterson wanted to acknowledge the great job that Directory Yen did as the MC of the Auction / BBQ. It might be helpful in the future for other Directors to introduce Director Yen to guests that he might not know.
- ii. The absence of the large tent for the auction items was felt. The enclosed tent protected people and auction items from the wind. Better than this year's arrangement.
- iii. The auction itself was a great success raising \$5484. The young members of 4H, FFA and the Grange that circulated throughout the crowd at the BBQ/Auction were a big hit. They raised over \$500 in cash donations. This was a much more effective method compared to last year when Fair Hands packets were distributed but none sold.
- iv. Chair Paterson wanted to thank everyone for securing the great auction items.

9. GENERAL MANAGER'S REPORT:

- a. **2017 Solano County Fair Recap** - GM Hales reported that the 2017 Solano County Fair was a very successful fair but unfortunately overall attendance was down approximately 15%. Corresponding revenues centers like Parking (14.8%) and Food Sales (17%) showed a similar decrease. Staff is conducting an on-going analysis and will report back with more complete figures at the September board meeting.

It is difficult to do direct comparisons between fairs as there are more differences than similarities but other fairs have recorded a decrease in attendance. Both the Alameda County Fair as well as the State Fair (both held immediately prior to the Solano Fair) had decreases in attendance which might be attributed to the hot weather.

In the Spring of 2017 the Dixon May Fair is reported to have done well, while the Contra Costa County Fair, also held in the Spring is reported to have done poorly this year. Perhaps the most pertinent piece of information is that for the first time ever 6 Flags did not use the over-flow parking during the run of the Solano County Fair, indicating that their attendance was down for the same time period.

The Race Place numbers and attendance during the Fair run were solid and in line with last year's numbers.

Entertainment - The Gospel Night attendance was about 50% of last year's. Generally, the main stage acts did not draw the crowds as in past years. Conversely, both the Cultural Stage and the Bay Stage pavilions were well attended and the acts very well received.

Completive Exhibits – The number of entries were very comparable to last year. Livestock entries were up 5% and market animals were up 12%.

Junior Livestock Auction – A huge success. There was one less lot than last year but the sales were over \$50,000 higher. This should provide about \$15,000 returning to the auction fund.

The feedback from the livestock judges was very positive. Their comments were that the livestock presented were of an extremely high quality.

This year there was a very successful effort to get greater participation in public service/community service. The result was over 150 hours of volunteer labor along with commercial contributions/sponsorships. There was over \$5,000 raised to support the awards program.

- b. **Update on Legislative Issues** – Business Development loakimedes reported that both AB 1499 and SB 368 are moving forward in the legislative process.
 - i. loakimedes reported that SCFA was successful in their application to participate in a UC Berkeley extension course focusing on fundraising and volunteer management. This First 5 sponsored effort will have classes begin on September 22. loakimedes will be attending.
- c. **Other Matters** – GM Hales reported that the September 20th board meeting will focus on this year's fair with that review and discussion being facilitated by California Fair Services Authority Deputy Executive Director Rebecca Desmond.

10. PRESIDENT'S REPORT

- a. President Williams inquired about the Solano 360 project. GM Hales reported that there was nothing new to report. He noted that he is scheduled to speak with County staff in the next week and he assumes that the conversation will include Solano 360, specifically the scheduling plans for the proposed demolition work.

- b. This is the last meeting President Williams will be presiding over and he wanted to express how honored he is to have been chosen president.

11. GENERAL CALENDAR

- a. **Election of SCFA Board Officers for 2017-2018** – Chair Bell of the Nominating committee reported that the committee had met on August 5, 2017 and was presenting the following slate of candidates for Board approval:

Mike Coakley	President
Dennis Yen	Vice-President
Carole Paterson	Treasurer

On the motion of Director Bell and seconded by Director Placido the board voted unanimously to accept the slate of officers as presented.

12. CLOSED SESSION – The board moved to close session

- a. It was reported after the closed session that the board had authorized legal action against Olson Meats. There was nothing else to report from closed session.

13. DIRECTORS' COMMENTS –

- a. Director Bell expressed his appreciation of President Williams hard work and leadership. He also wanted to thank Director Paterson for her work in helping create and organize our very successful auction.
- b. Director Paterson wanted to thank everyone, including staff, for their hard work and for putting on a successful Fair.
- c. Director Placido wanted to thank President Williams for his hard work. She also wanted to thank Deputy County Counsel Kim Alexander Yarbor for her support and help.
- d. Director Luiz wanted to thank Michael Passey, Assistant General Manager, for his fine work on all financial matters related to the fair. Director Luiz also wanted to express his concerns about the possibility of the Board of Supervisors perhaps wanting to decrease the size of SCFA's board.
- e. Director Lopez wanted to thank President Williams for his service. He also expressed the desire for a more deeper analysis of this year's fair performance.
- f. Director Marianno also thanked President Williams for his service.
- g. Director Falati presented President Williams with some mementos of his tenure as president. Congratulations to Director Bell on his re-appointment to the Board. He was also saddened to announce that former Director Moreira has passed away.

14. ADJOURN

- a. It was moved by Director Luiz and seconded by Director Falati that the meeting be adjourned until the next regular Board Meeting on September 20, 2017 at 6:00 p.m.

Respectfully submitted,



Stephen G. Hales
CEO/General Manager



**SOLANO COUNTY FAIR ASSOCIATION
HOSPITALITY COMMITTEE MEETING MINUTES
August 23, 2017**

1. Minutes of the Hospitality Committee meeting held on August 23, 2017 at 5:00 pm in the Directors' Room with Chair Norma Placido presiding.
2. **COMMITTEE MEMBERS PRESENT:**
Norma Placido, Chair; Mike Coakley; Norma Lisenko; Bill Luiz; Kathy Marianno
MEMBERS ABSENT: Rosie Enriquez

OTHERS PRESENT: Stephen Hales, CEO/General Manager; Mike Ioakimedes, Business Development Manager
3. **CHANGES OR DELETIONS FROM THE AGENDA:** There were no changes or additions to the agenda.
4. **APPROVAL OF THE AGENDA:** It was moved by Director Luiz and seconded by Director Lisenko to approve the agenda. The motion carried unanimously.
5. **PUBLIC COMMENTS / PRESENTATIONS:** None.
6. **NEW BUSINESS**
 - a. **Discussion of the Hospitality Activities at the 2017 Solano County Fair**
 - i. **Opening Day BBQ** – Chair Placido reported that for a first-time event things went very well. Many thanks to President Williams for his hard work.
 - ii. There was some concern that the BBQ start time may have been too early as it corresponded with work hours. This issue will be reviewed, but it is anticipated that the 2018 Fair might have a formal opening ceremony and if that occurs it will impact the start time of the BBQ.
 - iii. **Celebrate Solano BBQ** - Chair Placido reported that the Celebrate Solano BBQ was a great success. Many thanks to all the Directors and staff for their contributions and hard work. There were many positive comments received from the BBQ's guests.
 - iv. Changes made to the BBQ sign-in process worked well as the bottleneck experienced at last year's event was eliminated. The new table configuration worked well.
 - v. Suggested changes for next year's event:
 1. The registration table was too far away from the event area. Move that table closer to the event and alongside the livestock auction registration table.
 2. Having two entrances to the event proved problematic. Have only one entrance.

3. The catering staff needs to be more consistent in collecting the buffet tickets. There were times when the buffet was open that tickets were not collected.
4. Staffing the buffet line worked well-continue that practice
5. The three-part ticket combined with the buffet ticket might have been redundant and they were confusing. The ticket system should be reviewed next year.
6. The new invitation system worked well, but there were some glitches. Continued refinements to the system are needed, expected and welcomed.

Action: Informational only item. No Action Required.

7. **COMMITTEE MEMBERS COMMENTS:** None

8. **ADJOURNMENT:**

It was moved by Director Luiz and seconded by Director Lisenko that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,



Stephen G. Hales
CEO/General Manager



**SOLANO COUNTY FAIR ASSOCIATION
SILENT AUCTION COMMITTEE MEETING MINUTES
August 23, 2017**

1. Minutes of the Silent Auction Committee meeting held on August 23, 2017 at 5:30 pm in the Directors' Room with Chair Carole Paterson presiding.
2. **COMMITTEE MEMBERS PRESENT:**
Carole Paterson, Chair; Dennis Yen, Vice Chair; Ray Bell; Mike Coakley; Gary Falati; Norma Lisenko; Kathy Marianno
MEMBERS ABSENT: None

OTHERS PRESENT: Stephen Hales, CEO/General Manager; Mike Ioakimedes, Business Development Manager
3. **CHANGES OR DELETIONS FROM THE AGENDA:** There were no changes or additions to the agenda.
4. **APPROVAL OF THE AGENDA:** It was moved by Director Falati and seconded by Director Yen to approve the agenda. The motion carried unanimously.
5. **PUBLIC COMMENTS / PRESENTATIONS:** None.
6. **NEW BUSINESS:**
 - a. **Discussion of the Silent Auction at the 2017 Solano County Fair**
 - i. Chair Paterson wanted to thank committee members, the Fair board, and staff for their hard work. It was a very successful event with \$5,484 raised.
 - ii. Chair Paterson distributed a report on the individual auction items prepared by staff.
 - iii. Chair Paterson wanted to acknowledge the great job that Director Yen did as the MC of the Auction / BBQ. It might be helpful in the future for other Directors to help introduce Director Yen to guests that he might not know.
 - iv. The absence of the large tent for the auction items was felt. The enclosed tent protected people and auction items from the wind. Better than this year's arrangement.
 - v. The auction itself was a great success raising \$5,484. The young members of 4H, FFA and the Grange that circulated throughout the crowd at the BBQ/Auction were a big hit. They raised over \$500 in cash donations. This was a much more effective method compared to last year when Fair Hands packets were distributed but none sold.
 - vi. Chair Paterson wanted to thank everyone for securing the great auction items.

- vii. The date specific (limited time) events might have been problematic as folks might not have been available on the listed dates.
- viii. Since it is late in the season instead of game tickets maybe Vallejo Admiral merchandise might be a more attractive auction item.

Action: Informational only item. No Action Required.

7. COMMITTEE MEMBER COMMENTS:

None

8. ADJOURNMENT:

It was moved by Director Falati and seconded by Director Yen that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,



Stephen G. Hales
CEO/General Manager



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Finance Committee

To Be Held

Wednesday, September 20, 2017 at 5:00 p.m.

In the Solano Race Place (Gibson Hall)

Solano County Fairgrounds

Vallejo, California

Dennis Yen, Chair

Mike Coakley

Joe Lopez

Ray Simonds, Vice Chair

Gary Falati

Carole Paterson

Matters of Information

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To ensure a positive experience for the public by providing a year-round multi-purpose venue that showcases and celebrates the wide variety of resources and activities to our diverse communities.



AGENDA

1. CALL TO ORDER

All matters noticed on this agenda, in any category, may be considered for action as listed. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Chair.

2. ROLL CALL

3. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. APPROVAL OF THE MINUTES OF AUGUST 23, 2017

6. PRESENTATION / PUBLIC COMMENT:

7. NEW BUSINESS

- a. Review of and action regarding recommendation to the Board regarding the August 31, 2017 Financial Statements.

8. COMMITTEE MEMBERS COMMENTS

9. ADJOURNMENT

Date of Notice: September 15, 2017



**THE SOLANO COUNTY FAIR ASSOCIATION
FINANCE COMMITTEE MEETING MINUTES
August 23, 2017**

1. Minutes of the Finance Committee meeting held on Wednesday, August 23, 2017 at 5:45 p.m. in the Directors Room with Chair Dennis Yen presiding.
2. **COMMITTEE MEMBERS PRESENT:** Dennis Yen, Chair

Mike Coakley; Gary Falati; Bill Luiz; Joe Lopez; Carole Paterson; Ray Simonds

MEMBERS ABSENT: None
OTHERS PRESENT: Stephen Hales, General Manager; Mike Passey, Deputy GM
3. **CHANGES TO OR DELETIONS FROM THE AGENDA:** None
4. **APPROVAL OF THE AGENDA:** It was moved by Director Lopez and seconded by Director Simonds that the agenda of the Finance Committee meeting be approved. The motion carried unanimously.
5. **APPROVAL OF THE MINUTES OF JULY 19, 2017:** It was moved by Director Luiz and seconded by Director Coakley that the minutes of July 19, 2017. The motion carried unanimously.
6. **PRESENTATION/ PUBLIC COMMENT:** None
7. **NEW BUSINESS**
 - a. **Review of and action regarding recommendation to the Board regarding the July 31, 2017 Financial Statements.**

Committee Chair Dennis Yen led a page by page discussion of the July 31, 2017 financial statements.

Chair Yen noticed that the Accounts receivable- leases had a large negative number. Mike Passey explained that Six Flags pays the entire annual lease with one payment around July 1st, prepaying August through October lease revenues. This prepayment is what creates a negative receivable.

On page 3, Director Coakley asked if the financial statements included this year's fair. Mike Passey responded that the fair last year was in July and this year the fair was in August so that no comparison can be done until the August financial statements are completed.

Chair Yen mentioned that Mike will be working at breaking the current fair down by day to get a better idea understanding of the daily costs.

Director Simonds noticed that electronic sign revenues were down thirteen thousand dollars (\$13,000) from last year. Mike Passey explained that he was instructed to leave

inventory on the sign to be available to better promote fairground events. The sign revenue budget was lowered to allow this strategy.

ACTION: Director Luiz moved and Director Paterson seconded that the July 31, 2017 financial statements be approved. The motion carried unanimously.

8. **COMMITTEE MEMBERS COMMENTS:** None

9. **ADJOURNMENT:** It was moved by Director Paterson and seconded by Director Luiz that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Mike Passey", written over a horizontal line.

Mike Passey
Deputy GM

Solano County Fair Association
Statement of Financial Position
August 31, 2017
Unaudited

ASSETS

Assets

Current assets

Cash and cash equivalents	287,937
Accounts receivable- general	22,284
Accounts receivable- leases	(19,573)
Accounts receivable- other	53,868
Inventory	581
Deposits and prepaid	1,524
Total current assets	346,621

Noncurrent assets

Land	167,085
Buildings & grounds, net	724,184
Equipment, furniture and fixture, net	13,775
Capital assets, net	905,044
Intangible assets, net	5,734
Total non current assets	910,779

Deferred Outflows of Resources

Deferred outflows related to pensions	109,036
Total deferred outflows of resources	109,036

Total assets and deferred outflows of resources

1,366,435

Solano County Fair Association
Statement of Financial Position
August 31, 2017
Unaudited

LIABILITIES AND NET ASSETS

Liabilities

Current liabilities

Accounts payable	116,591
Deferred revenue	5,904
Guaranteed deposits	63,760
Payroll payable and other liabilities	(18,119)
Compensated absences (current portion)	27,263
Pension obligation bonds (Solano County allocation)	101,301
Current debt associated with fixed assets	10,503
Total current liabilities	307,203

Noncurrent liabilities

Compensated absences	46,733
Long term debt associated with fixed assets	391,634
Net OPEB liability (Solano County allocation)	77,172
Net pension liability (Solano County allocation)	1,060,154
Pension obligation bonds (Solano County allocation)	633,654
Total noncurrent liabilities	2,209,347

Deferred Inflows of Resources

Deferred inflows related to pensions	278,120
Total deferred inflows of resources	278,120

Net Position

Invested in capital assets	502,907
Temporary restricted- capital project/ maintenance	17,397
Temporary restricted- parking lot improvements	13,960
Temporary restricted- Fair Hands/ Ag Day	37,264
Temporary restricted- racing facilities improvements	10,669
Jr livestock auction reserve	8,801
Unrestricted resources	(2,019,234)
Total net position	(1,428,235)

Total liabilities, net assets and deferred inflows of resources	1,366,435
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<i>FYI Undesignated net position</i>	<i>22,131</i>
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Solano County Fair Association
Statement of Earnings for the Period Ending
August 31, 2017
Unaudited

Revenues	Current Month	2017 Year-to-Date	2016 Year-to-Date	2017 Budget	% of Annual Budget
Operating Revenues					
Fair gate admissions	\$ 149,466	\$ 149,466	\$ 204,212	\$ 214,700	70%
Fair parking/ RV space rental	84,187	84,187	98,080	99,700	84%
Fair concessions/ carnival	144,760	144,760	167,309	166,935	87%
Fair commercial space	39,550	39,550	48,295	44,000	90%
Fair entry fees	226	9,233	10,407	10,000	92%
Facility rental	5,680	608,689	638,494	870,200	70%
Satellite wagering	45,838	384,600	402,394	513,800	75%
Lease revenue	101,951	512,778	493,407	752,214	68%
Sign revenue	16,024	82,872	89,593	120,000	69%
Sponsorship/ silent auction revenue	15,628	74,453	119,613	94,200	79%
Miscellaneous	3,528	3,528	5,202	5,000	71%
Total operating revenues	<u>\$ 606,837</u>	<u>\$ 2,094,114</u>	<u>\$ 2,277,004</u>	<u>\$2,890,749</u>	<u>72%</u>
Other Revenues					
State apportionment	-	-	32,487	32,487	0%
Other non-operating revenue	3,801	7,140	3,000	29,240	
Interest revenue	\$ -	\$ 338	\$ 1,947	\$ 100	338%
.33 funds	-	39,932	32,928	40,356	99%
Total other revenues	<u>\$ 3,801</u>	<u>\$ 47,411</u>	<u>\$ 70,361</u>	<u>\$ 102,183</u>	<u>46%</u>
Total Revenues	<u>\$ 610,638</u>	<u>\$ 2,141,525</u>	<u>\$ 2,347,365</u>	<u>\$2,992,932</u>	<u>72%</u>
Expenses					
Wages/ payroll tax	\$ 178,369	\$ 754,913	\$ 734,834	\$1,050,019	72%
Workers' comp/ health/ comp absense	25,247	137,415	120,016	184,010	75%
Pension expense	11,681	93,979	106,236	162,081	58%
Professional services	115,026	260,346	311,566	374,401	70%
Supplies and expenses	13,033	83,623	72,762	105,950	79%
Utilities, water, and garbage	40,971	194,993	180,658	273,401	71%
Equipment maintenance	3,880	44,063	29,896	33,500	132%
Liability Insurance	7,512	65,021	56,030	89,100	73%
Dues, permits, assessments	493	55,361	58,015	104,607	53%
Buildings and grounds	4,080	39,001	37,249	47,450	82%
Advertising/ promo/ publications	30,850	85,486	86,495	95,300	90%
Travel/ meetings/ training	10,175	26,264	27,378	32,440	81%
Directors' expense	8,345	19,510	17,436	21,500	91%
Equipment rental	99,518	146,372	161,566	167,150	88%
Entertainment- stages and ground	104,780	104,780	103,629	105,700	99%
Premiums	22,760	30,240	32,601	33,800	89%
Bank charges, credit card fees	1,226	7,117	9,204	11,800	60%
Cash short/ (over), bad debt	-	265	93	-	
Equipment (non capitalized)	-	8,105	12,294	3,500	232%
Special projects	4,746	34,941	11,571	64,240	
Donated services/ sponsor expenses	3,179	3,181	17,403	11,600	27%
Interest expense	1,541	12,328	13,883	20,825	59%
Total Expenses	<u>\$ 687,410</u>	<u>\$ 2,207,304</u>	<u>\$ 2,200,814</u>	<u>\$2,992,374</u>	<u>74%</u>
Net Profit/(Loss) prior to depreciation	<u>\$ (76,772)</u>	<u>\$ (65,778)</u>	<u>\$ 146,551</u>	<u>\$ 558</u>	
Less depreciation	<u>\$ 19,407</u>	<u>\$ 159,090</u>	<u>\$ 186,135</u>	<u>\$ 237,000</u>	<u>67%</u>
Net income/ (loss) after depreciation	<u><u>\$ (96,179)</u></u>	<u><u>\$ (224,868)</u></u>	<u><u>\$ (39,584)</u></u>	<u><u>\$ (236,442)</u></u>	

Solano County Fair Association
Statement of Earnings by Department
For the Period Ending
August 31, 2017
Unaudited

	Fair			Ag Day			Facility Rentals			Solano Race Place			Leases			Electronic Sign		
	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017
Revenues	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget
Operating revenues																		
Fair gate admissions	\$ 149,466	\$ 204,212	\$ 214,700															
Fair parking/ RV space rental	84,187	98,080	99,700															
Fair concessions/ carnival	144,760	167,309	166,935															
Fair commercial space	39,550	48,295	44,000															
Fair entry fees	9,233	10,407	10,000															
Facility rental							608,689	638,494	870,200									
Satellite wagering										384,600	402,394	513,800						
Lease revenue													512,778	493,407	752,214			
Sign revenue																82,872	89,593	120,000
Sponsorship/ silent auction revenue	41,748	88,463	66,200	32,704	31,150	28,000												
Miscellaneous	3,528	5,150	5,000															
State apportionment																		
Other non-operating revenue																		
Interest revenue																		
.33 funds																		
Total Revenues	\$ 472,471	\$ 621,915	\$ 606,535	\$ 32,704	\$ 31,150	\$ 28,000	\$ 608,689	\$ 638,494	\$ 870,200	\$ 384,600	\$ 402,394	\$ 513,800	\$ 512,778	\$ 493,407	\$ 752,214	\$ 82,872	\$ 89,593	\$ 120,000
Expenses																		
Wages/ payroll tax	\$ 191,656	\$ 149,020	\$ 175,704	\$ 5,900	\$ 4,059	7,482	\$ 90,603	\$ 60,186	\$ 89,458	\$ 94,291	\$ 100,554	\$ 142,678	\$ -	\$ 326	\$ 614	\$ -	\$ 301	\$ 614
Payroll accrued																		
Workers' comp/ health/ comp absenses	13,810	11,111	9,331	330	190	348	11,810	9,681	14,155	23,144	24,188	34,927	-	15	29	-	14	29
Pension expense	3,564	3,726	5,951	-	-	-	2,590	2,741	4,730	15,538	17,411	25,700	-	-	-	-	-	-
Professional services	136,184	157,873	156,788	813	-	400	56,659	46,174	84,624	39,025	56,753	68,160	-	2,000	2,000	1,627	1,625	1,441
Supplies and expenses	28,230	22,757	33,575	7,579	6,270	5,800	14,223	11,640	16,000	8,886	9,641	13,500	-	-	-	13	102	200
Utilities, water, and garbage	17,738	19,576	22,400	-	-	-	42,913	53,974	56,000	37,039	31,344	55,000	24,142	30,059	43,501	31,573	19,488	51,000
Equipment maintenance	-	151	-	-	-	-	1,303	239	-	869	-	-	85	-	-	-	-	-
Liability Insurance	3,066	3,496	3,600	-	-	-	3,115	1,665	4,500	-	-	-	-	-	-	-	-	-
Dues, permits, assessments	1,602	2,388	3,214	-	-	-	652	1,398	1,145	1,427	2,516	3,219	40,946	40,962	83,204	1,033	858	1,125
Buildings and grounds	15,337	14,304	16,550	375	385	400	5,655	2,933	3,000	6,058	3,903	6,000	993	1,079	1,000	586	1,218	2,500
Advertising/ promo/ publications	76,877	79,594	81,300	260	520	-	416	333	1,500	7,933	6,047	12,500	-	-	-	-	-	-
Travel/ meetings/ training	11,534	13,997	15,950	12,513	11,770	13,000	78	48	500	389	467	500	-	-	-	42	89	140
Directors' expense	11,155	9,583	10,500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equipment rental	124,680	141,139	139,100	1,254	1,188	1,500	14,165	12,682	14,500	-	321	1,000	1,798	1,977	2,900	-	750	2,000
Entertainment- stages and ground	104,780	103,629	105,700	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premiums	30,240	32,601	33,800	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bank charges, credit card fees	1,876	4,243	4,400	-	-	-	1,994	1,520	1,900	-	-	-	-	-	-	-	-	-
Cash short/ (over), bad debt	-	101	-	-	-	-	217	8	-	48	(16)	-	-	-	-	-	-	-
Equipment (non capitalized)	1,191	3,320	-	-	-	-	3,171	4,901	3,000	1,611	1,370	-	-	-	-	-	844	-
Special projects	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Donated services/ sponsor expenses	3,181	1,453	1,600	-	-	-	-	15,950	10,000	-	-	-	-	-	-	-	-	-
Interest expense	-	-	-	-	-	-	-	-	-	-	-	-	12,328	13,883	20,825	-	-	-
Total Expenses	\$ 776,701	\$ 774,063	\$ 819,463	\$ 29,024	\$ 24,382	\$ 28,930	\$ 249,563	\$ 226,073	\$ 305,012	\$ 236,259	\$ 254,501	\$ 363,184	\$ 80,293	\$ 90,301	\$ 154,073	\$ 34,873	\$ 25,288	\$ 59,049
Net Profit/(Loss) before depreciation	\$ (304,230)	\$ (152,148)	\$ (212,928)	\$ 3,680	\$ 6,768	\$ (930)	\$ 359,126	\$ 412,421	\$ 565,188	\$ 148,341	\$ 147,892	\$ 150,616	\$ 432,485	\$ 403,106	\$ 598,141	\$ 47,999	\$ 64,305	\$ 60,951

Solano County Fair Association
Statement of Earnings by Department
For the Period Ending
August 31, 2017
Unaudited

	Admin			Maint			Guest Safety			Other			Total		
	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017
Revenues	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget
Operating revenues															
Fair gate admissions													149,466	204,212	214,700
Fair parking/ RV space rental													84,187	98,080	99,700
Fair concessions/ carnival													144,760	167,309	166,935
Fair commercial space													39,550	48,295	44,000
Fair entry fees													9,233	10,407	10,000
Facility rental													608,689	638,494	870,200
Satellite wagering													384,600	402,394	513,800
Lease revenue													512,778	493,407	752,214
Sign revenue													82,872	89,593	120,000
Sponsorship/ silent auction revenue													74,453	119,613	94,200
Miscellaneous													-	52	-
State apportionment													-	32,487	32,487
Other non-operating revenue													7,140	3,000	29,240
Interest revenue													338	1,947	100
.33 funds													39,932	32,928	40,356
Total Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 47,411	\$ 70,413	\$ 102,183
Total Revenues	\$ 2,141,525	\$ 2,347,365	\$ 2,992,932												
Expenses															
Wages/ payroll tax	\$ 191,872	\$ 183,414	\$ 273,499	\$ 133,959	\$ 224,709	\$ 301,420	\$ 33,831	\$ 35,025	\$ 52,550				742,113	757,595	1,044,019
Payroll accrued	\$ 12,800	\$ (22,762)	\$ 6,000										12,800	(22,762)	6,000
Workers' comp/ health/ comp absenses	46,408	26,818	58,300	40,018	46,415	64,450	1,894	1,583	2,441				137,415	120,016	184,010
Pension expense	42,674	39,702	61,000	25,425	38,197	57,000	4,188	4,459	7,700				93,979	106,236	162,081
Professional services	19,597	34,469	45,000	-	-	-	6,442	12,672	15,988				260,346	311,566	374,401
Supplies and expenses	6,015	5,184	8,775	15,558	14,558	23,950	3,120	2,611	4,150				83,623	72,762	105,950
Utilities, water, and garbage	-	-	-	41,587	26,219	45,500	-	-	-				194,993	180,658	273,401
Equipment maintenance	221	302	500	37,315	27,860	30,000	4,271	1,344	3,000				44,063	29,896	33,500
Liability Insurance	58,839	50,869	81,000	-	-	-	-	-	-				65,021	56,030	89,100
Dues, permits, assessments	9,435	7,389	10,100	266	2,505	2,600	-	-	-				55,361	58,015	104,607
Buildings and grounds	-	-	-	9,935	13,427	18,000	63	-	-				39,001	37,249	47,450
Advertising/ promo/ publications	-	-	-	-	-	-	-	-	-				85,486	86,495	95,300
Travel/ meetings/ training	1,473	264	1,500	235	454	850	-	291	-				26,264	27,378	32,440
Directors' expense	8,355	7,853	11,000	-	-	-	-	-	-				19,510	17,436	21,500
Equipment rental	1,522	524	650	2,953	2,985	5,500	-	-	-				146,372	161,566	167,150
Entertainment- stages and ground	-	-	-	-	-	-	-	-	-				104,780	103,629	105,700
Premiums	-	-	-	-	-	-	-	-	-				30,240	32,601	33,800
Bank charges, credit card fees	3,247	3,440	5,500	-	-	-	-	-	-				7,117	9,204	11,800
Cash short/ (over), bad debt	-	-	-	-	-	-	-	-	-				265	93	0
Equipment (non capitalized)	730	54	-	1,206	1,286	-	197	518	500				8,105	12,294	3,500
Special projects	-	-	-	-	-	-	-	-	-	34,941	11,571	64,240	34,941	11,571	64,240
Donated services/ sponsor expenses	-	-	-	-	-	-	-	-	-				3,181	17,403	11,600
Interest expense	-	-	-	-	-	-	-	-	-				12,328	13,883	20,825
Total Expenses	\$ 403,187	\$ 337,520	\$ 562,824	\$ 308,456	\$ 398,614	\$ 549,270	\$ 54,005	\$ 58,502	\$ 86,329	\$ 34,941	\$ 11,571	\$ 64,240	\$ 2,207,304	\$ 2,200,814	\$ 2,992,374
Net Profit/(Loss) before depreciation	\$ (403,187)	\$ (337,520)	\$ (562,824)	\$ (308,456)	\$ (398,614)	\$ (549,270)	\$ (54,005)	\$ (58,502)	\$ (86,329)	\$ 12,470	\$ 58,841	\$ 37,943	\$ (65,778)	\$ 146,551	\$ 558

Jr Livestock Auction- Solano County Fair

Statement of Financial Position as of

August 31, 2017

Unaudited

ASSETS

Assets	August 31, 2017
Assets	
Cash and cash equivalents	(9,160)
Accounts receivable	<u>19,790</u>
Total assets	<u><u>10,630</u></u>

LIABILITIES AND AUCTION RESERVES

Liabilities

Liabilities	
Accounts payable	0
Deferred revenue	<u>1,829</u>
Total liabilities	<u>1,829</u>

Jr livestock auction reserve

Profit (loss) jr livestock auction	(4,369)
Jr livestock auction reserve as of Jan 1	<u>13,170</u>
Jr livestock auction reserve	<u>8,801</u>
Total liabilities and auction reserve	<u><u>10,630</u></u>

Jr Livestock Auction- Solano County Fair

Statement of Earnings

For the Period Ending

August 31, 2017

Unaudited

	Current Month	2017 Year-to-Date	2016 Year-to-Date
Revenues			
JLA- receipts from buyers	151,059	151,059	117,693
JLA- auction fund contributions	469	469	1,230
JLA- prior year revenue	-	-	778
Total Revenues	\$ 151,528	\$ 151,528	\$ 119,701
Expenses			
JLA- payment to sellers	146,135	146,135	107,125
JLA- lunch/dinner	3,807	3,807	1,586
JLA- labor costs	1,660	1,660	400
JLA- supplies & expenses	2,005	4,294	6,303
JLA- leases & rentals	-	-	-
Total Expenses	\$ 153,608	\$ 155,897	\$ 115,414
Net Profit/(Loss)	\$ (2,080)	\$ (4,369)	\$ 4,287

JLA Reserve as of January 1 \$ 13,170

Add net profit/ (loss) \$ (4,369)

JLA Reserve \$ 8,801